

Message Text

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PAGE 01 STATE 272987

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INFO OCT-01 AF-06 ISO-00 COME-00 /014 R

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P 182210Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY NOUAKCHOTT PRIORITY

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E.O. 11652: N.A.

TAGS: BEXP, MR

SUBJECT: USG EXPORT PROMOTION - SOCIETE NATIONALE
INDUSTRIELLE ET MINIERE (SNIM)

REF: NOUAKCHOTT'S T-4614, 11/05/75

1. WE REGRET THAT THE SNIM INQUIRY CONCERNING APPROPRIATE TECHNOLOGY FOR AN INTEGRATED IRON AND STEEL WORKS DID NOT COME TO THE ATTENTION OF THE PROPER OFFICE IN THE DEPARTMENT OF COMMERCE. INFORMATION ON THE LATEST MARKET REQUIREMENT SUPPLY-DEMAND CONDITIONS AND PROCESS TECHNOLOGY FOR THE MANUFACTURE OF THE PRODUCTS SPECIFIED IN SNIM'S INQUIRY IS BEING REQUESTED FROM U.S. STEEL AND WILL BE TRANSMITTED DIRECTLY TO YOU FOR DELIVERY TO SNIM.

2. THE PROBLEM AROSE BECAUSE THE JUNE 13 SNIM LETTER WAS
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PAGE 02 STATE 272987

ADDRESSED TO THE CLEARING HOUSE FOR FEDERAL SCIENTIFIC AND

TECHNICAL INFORMATION. THIS ORGANIZATION, WHICH WAS RENAMED THE NATIONAL TECHNICAL INFORMATION SERVICE (NTIS) IN 1970, IS NOT A PART OF THE DOMESTIC AND INTERNATIONAL BUSINESS SECTION OF COMMERCE. NTIS EVIDENTLY FORWARDED THE LETTER TO SEVERAL OTHER OFFICES BEFORE IT REACHED THE

BUREAU OF INTERNATIONAL COMMERCE IN MID OCTOBER. SINCE THE LETTER HAD NEITHER BEEN FORWARDED BY THE POST NOR REFERRED TO IN ANY SUBSEQUENT COMMUNICATION FROM THE POST, IT WAS SENT TO THE EMBASSY FOR POST INFORMATION AND FOLLOW UP UNDER STANDARD OPERATING PROCEDURES. SINCE SNIM IS ALREADY FAMILIAR WITH THE MAJOR EXPORT PROJECTS DIVISION AND WITH SEVERAL US COMPANIES AS A RESULT OF THE RECENT TENDER FOR COPPER SMELTER PROJECT, IT WOULD HAVE RECEIVED AN EXPEDITIOUS REPLY IF IT HAD COMMUNICATED DIRECTLY WITH ONE OF THESE ORGANIZATIONS.

3. WE SUGGEST THAT IN THE FUTURE, INQUIRIES OF THIS TYPE BE SUBMITTED THROUGH EMBASSY CHANNELS TO THE APPROPRIATE OFFICE IN COMMERCE. IF THIS IS NOT POSSIBLE, WE WOULD APPRECIATE EMBASSY NOTIFICATION THAT SUCH A COMMUNICATION IS BEING SUBMITTED VIA OTHER CHANNELS. COMMERCE CAN ONLY BE EFFECTIVE IN ITS ROLE OF SUPPORTING US EXPORTERS COMPETING WITH FOREIGN SUPPLIERS ON MAJOR SALES IF IT MAINTAINS CLOSE AND COOPERATIVE RELATIONSHIPS WITH THE OVERSEAS POSTS. INGERSOLL

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Disposition Approved on Date:
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